

U. S. Small Business Administration

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SBA Success Story: Gutter Werks



Gutter Werks, Inc., a family-owned business, was started in 1998 by Brad Howe and his son Joshua. No stranger to the industry, Brad actually started working in the rain gutter business in 1976. The experience provided him with a sound foundation when starting Gutter Werks, Inc. The company offers installation of a seamless rain system that comes in 40 colors and is formed on site creating a virtually seamless and superior product.

Brad and Joshua started small, getting a contractor's license, placing an ad in the phone book, and distributing flyers. Today, Gutter Werks, Inc., has grown to include five full-time employees and two part-time employees. Brad and his son enjoy working for themselves but sometimes wish there were more hours in the day to get everything done. They also believe in giving back to the community and do so by installing rain systems on drug rehabilitation centers and battered woman shelters at no charge.

Their goal is to grow Gutter Werks, Inc., into a well known, successful business while continuing to maintain a great reputation within the industry. Recently, Gutter Werks, Inc., acquired an SBA guaranteed line of credit which will allow for better cash flow and provide funds to purchase new equipment.

Additional information on SBA loan programs is available on the Internet at www.sba.gov/ca/sandiego or by telephone at (619) 557-7250.